A2100-2

MEAT INDUSTRY
FINANCIAL OPERATING SURVEY
- 1985 -

A national survey
published for participating companies
as a service by the:

Economic Research Department

AMERICAN MEAT INSTITUTE
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October, 1986

INTRODUCTION

The American Meat Institute has conducted a financial survey of the meat industry every year since 1947. The aim of these surveys has been to develop a series of annual reports on industry sales, costs and profitability. These reports have been widely used by government, academia and banking concerns as well as by others interested in the industry's financial condition. But, while the focus of past reports has been on the industry as a whole, AMI has also found that individual companies in the industry have found the reports useful as a benchmark against which to measure their own operation.

In an effort to provide meat companies with a better idea of how their operation compares with others in the industry, the format of this 1985 report is different from that of previous years. The tables on the following pages are presented in a way that allows you to enter and compare your company's figures directly with those of other companies of similar size engaged in similar operations.

DEFINITIONS

Participants are grouped by both type of operation and sales size. Operational and sales breakdowns have been more finely delineated this year to make the data more relevant to your company.

Types of operation include:

Packer/Processors - companies that slaughter livestock, and have sales of processed meat equivalent to two-thirds or more of total sales.

Packers - companies that slaughter livestock, and have sales primarily of fresh meat.

Processors - companies that do not slaughter livestock, and that are primarily involved in the manufacture and sales of processed meat.

SURVEY COVERAGE

This survey includes data from 126 companies, with aggregate sales in 1985 totaling $21 billion. Survey participants included 14 packer/processors, 60 packers, and 52 processors.

INDEX OF TABLES

No actual dollar figures are reported in the following tables. Instead, all participant data is reported in the form of percentages (percent of sales, operating expenses, etc.) or ratios.

Sales Dollar Breakdown

Table 1 - Sales Dollar Breakdown by Company Type
Table 2 - Sales Dollar Breakdown by Company Sales Size
Table 3 - Breakdown of Sales and Profits by Product Category.
Table 4 - Breakdown of Packers' and Packer/Processors' Sales Dollar by Species Slaughtered
Table 5 - Breakdown of Hog Packers' and Packer/Processors' Sales Dollar by Percent of Fresh Meat Sales

Earnings Ratios

Table 6 - Earnings Ratios

Current Ratio, Working Capital, and Cash Flow

Table 7 - Ratio of Current Assets to Current Liabilities
Table 8 - Percentage Breakdown of Current Assets
Table 9 - Ratio of Cash and Receivables to Current Liabilities
Table 10 - Ratio of Sales to Working Capital
Table 11 - Ratio of Inventory to Working Capital
Table 12 - Ratio of Receivables to Working Capital
Table 13 - Average Collection Period in Days
Table 14 - Earnings and Depreciation as Percent of Sales
Table 15 - Depreciation as Percent of Earnings

Sales Ratios

Table 16 - Ratio of Sales to Net Worth
Table 17 - Ratio of Sales to Total Assets
Table 18 - Ratio of Sales to Fixed Assets
Table 19 - Ratio of Sales to Inventory

Net Worth

Table 20 - Net Worth as Percent of Total Assets
Table 21 - Ratio of Fixed Assets to Net Worth
Table 22 - Ratio of Liabilities to Net Worth (including both current and total liabilities)

Miscellaneous Expenses

Table 23 - Selling and Administrative Expenses as Percent of Operating Expenses
Table 24 - Repairs and Maintenance Expenses as Percent of Operating Expenses

Advertising

Table 25 - Advertising Expenses as Percent of Sales
Table 26 - Advertising Expenses as Percent of Operating Expenses
Table 27 - Advertising Expenses - Percent Change Since 1980, and Anticipated Change in 1986 and 1990

Capital Expenditures

Table 28 - Capital Expenditures as Percent of Sales
Table 29 - Capital Expenditures as Percent of Fixed Assets
Table 30 - Anticipated Expenditures Through 1990

Company Rankings

Participants are ranked by Earnings to Sales. Your company's figures are highlighted with a double asterisk.

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TABLE 1

1985 SALES DOLLAR BREAKDOWN BY COMPANY TYPE

ITEM	PACKER/ PROCESSORS	PACKERS	PROCESSORS	Your Company
TOTAL SALES	100.00%	100.00%	100.00%	100.00%
COST OF LIVESTOCK & RAW MATERIALS	59.07	79.56	63.47	_____
GROSS MARGIN	40.93	20.44	36.53	_____
OPERATING EXPENSES:				
WAGES AND SALARIES	12.53	6.21	9.28	_____
EMPLOYEE BENEFITS:				
RETIREMENT EXPENSE	.40	.19	.34	_____
PAYROLL TAXES	.94	.54	.73	_____
INSURANCE & HOSPITALIZATION	1.29	.82	.86	_____
VACATION, HOLIDAY & SICK LEAVE	.76	.34	.54	_____
ALL OTHER BENEFITS	.34	.23	.23	_____
TOTAL BENEFITS	3.73	2.12	2.71	_____
INTEREST	.38	.41	.74	_____
DEPRECIATION	1.42	.80	1.31	_____
RENTS	.44	.38	.55	_____
TAXES*	.25	.14	.24	_____
SUPPLIES & CONTAINERS	6.50	3.10	5.96	_____
ALL OTHER EXPENSES	10.91	5.80	12.22	_____
TOTAL OPERATING EXPENSES	36.16	18.96	33.02	_____
EARNINGS BEFORE TAXES	4.77	1.47	3.51	_____
INCOME TAXES	2.22	.64	1.27	_____
NET EARNINGS	2.55	.83	2.24	_____

* Other than Social Security and Income Tax

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TABLE 2

1985 SALES DOLLAR BREAKDOWN BY COMPANY SALES

	PACKER/PROCESSORS				
COMPANY SALES SIZE (Mil. $)	Over $250	$250-$50	Under $50	AVG.	Your Company
ITEM					
TOTAL SALES	100.00%	100.00%	100.00%	100.00%	100.00%
COST OF LIVESTOCK & RAW MATERIALS	59.94	56.14	61.15	59.07	
GROSS MARGIN	40.06	43.86	38.85	40.93	
OPERATING EXPENSES:					
WAGES AND SALARIES	12.66	12.09	12.89	12.53	
EMPLOYEE BENEFITS:					
RETIREMENT EXPENSE	.37	.50	.48	.40	
PAYROLL TAXES	.94	.94	1.17	.94	
INSURANCE & HOSPITALIZATION	1.26	1.40	1.19	1.29	
VACATION, HOLIDAY & SICK LEAVE	.78	.71	.54	.76	
ALL OTHER BENEFITS	.39	.17	.27	.34	
TOTAL BENEFITS	3.73	3.72	3.65	3.73	
INTEREST	.37	.35	.77	.38	
DEPRECIATION	1.37	1.45	2.35	1.42	
RENTS	.37	.68	.36	.44	
TAXES*	.24	.28	.31	.25	
SUPPLIES & CONTAINERS	5.85	8.72	4.71	6.50	
ALL OTHER EXPENSES	10.83	11.34	9.38	10.91	
TOTAL OPERATING EXPENSES	35.43	38.63	34.42	36.16	
EARNINGS BEFORE TAXES	4.63	5.23	4.43	4.77	
INCOME TAXES	2.17	2.42	2.01	2.22	
NET EARNINGS	2.47	2.81	2.42	2.55	

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TABLE 2 (Continued)

1985 SALES DOLLAR BREAKDOWN BY COMPANY SALES

COMPANY SALES SIZE (Mil. $)	PACKERS Over $500	$500-$50	Under $50	AVG.	Your Company
ITEM					
TOTAL SALES	100.00%	100.00%	100.00%	100.00%	100.00%
COST OF LIVESTOCK & RAW MATERIALS	78.66	82.20	80.46	79.56	_____
GROSS MARGIN	21.34	17.80	19.54	20.44	_____
OPERATING EXPENSES:					
WAGES AND SALARIES	6.07	6.41	7.79	6.21	_____
EMPLOYEE BENEFITS:					
RETIREMENT EXPENSE	.19	.20	.28	.19	_____
PAYROLL TAXES	.53	.54	.66	.54	_____
INSURANCE & HOSPITALIZATION	.93	.54	.63	.82	_____
VACATION, HOLIDAY & SICK LEAVE	.33	.37	.29	.34	_____
ALL OTHER BENEFITS	.24	.22	.09	.23	_____
TOTAL BENEFITS	2.20	1.87	1.94	2.12	_____
INTEREST	.46	.26	.48	.41	_____
DEPRECIATION	.81	.76	.85	.80	_____
RENTS	.46	.15	.19	.38	_____
TAXES*	.14	.14	.17	.14	_____
SUPPLIES & CONTAINERS	3.31	2.59	2.41	3.10	_____
ALL OTHER EXPENSES	6.38	4.19	4.78	5.80	_____
TOTAL OPERATING EXPENSES	19.83	16.37	18.60	18.96	_____
EARNINGS BEFORE TAXES	1.51	1.43	.94	1.47	_____
INCOME TAXES	.70	.52	.36	.64	_____
NET EARNINGS	.82	.91	.58	.83	_____

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TABLE 2 (Continued)

1985 SALES DOLLAR BREAKDOWN BY COMPANY SALES

	PROCESSORS				
COMPANY SALES SIZE (Mil. $)	Over $50	$50-$25	Under $25	AVG.	Your Company
ITEM					
TOTAL SALES	100.00%	100.00%	100.00%	100.00%	100.00%
COST OF LIVESTOCK & RAW MATERIALS	61.61	66.20	64.84	63.47	____
GROSS MARGIN	38.39	33.80	35.16	36.53	____
OPERATING EXPENSES:					
WAGES AND SALARIES	7.26	10.96	12.28	9.28	____
EMPLOYEE BENEFITS:					
RETIREMENT EXPENSE	.21	.51	.47	.34	____
PAYROLL TAXES	.57	.80	1.02	.73	____
INSURANCE & HOSPITALIZATION	.64	.94	1.33	.86	____
VACATION, HOLIDAY & SICK LEAVE	.39	.72	.70	.54	____
ALL OTHER BENEFITS	.20	.25	.30	.23	____
TOTAL BENEFITS	2.01	3.23	3.82	2.71	____
INTEREST	.82	.68	.65	.74	____
DEPRECIATION	1.22	1.17	1.71	1.31	____
RENTS	.35	.70	.85	.55	____
TAXES*	.22	.19	.36	.24	____
SUPPLIES & CONTAINERS	7.66	4.45	3.56	5.96	____
ALL OTHER EXPENSES	14.76	10.78	7.61	12.22	____
TOTAL OPERATING EXPENSES	34.30	32.15	30.85	33.02	____
EARNINGS BEFORE TAXES	4.09	1.65	4.31	3.51	____
INCOME TAXES	1.81	.33	1.04	1.27	____
NET EARNINGS	2.28	1.31	3.27	2.24	____

* Other than Social Security and Income Tax

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TABLE 3

BREAKDOWN OF 1985 SALES AND PROFITS BY PRODUCT CATEGORY

PACKER/PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $250	$250-$50	Under $50	AVG.	Your Company
Product Category:		**Source of Sales**			
Fresh Meat & By-products	23.59%	12.04%	10.08%	20.53%	_____%
Processed Meats	74.51%	87.22%	89.61%	77.88%	_____%
Non-Meat Products	1.90%	.74%	.31%	1.59%	_____%
	100.00%	100.00%	100.00%	100.00%	_____%
		Source of Profits			
Fresh Meat & By-products	.73%	.55%	8.55%	.86%	_____%
Processed Meats	97.73%	96.87%	91.45%	97.36%	_____%
Non-Meat Products	1.53%	2.59%	.00%	1.77%	_____%
	100.00%	100.00%	100.00%	100.00%	_____%

PACKERS

COMPANY SALES SIZE (Mil. $)	Over $500	$500-$50	Under $50	AVG.	Your Company
Product Category:		**Source of Sales**			
Fresh Meat & By-products	76.47%	77.40%	73.04%	76.57%	_____%
Processed Meats	22.38%	22.22%	25.30%	22.44%	_____%
Non-Meat Products	1.15%	.38%	1.67%	.99%	_____%
	100.00%	100.00%	100.00%	100.00%	_____%
		Source of Profits			
Fresh Meat & By-products	72.53%	55.47%	24.23%	66.92%	_____%
Processed Meats	25.39%	39.92%	66.46%	30.18%	_____%
Non-Meat Products	2.07%	4.60%	9.31%	2.91%	_____%
	100.00%	100.00%	100.00%	100.00%	_____%

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TABLE 3 (Continued)

BREAKDOWN OF 1985 SALES AND PROFITS BY PRODUCT CATEGORY

	PROCESSORS				
COMPANY SALES SIZE (Mil. $)	Over $50	$50-$25	Under $25	AVG.	Your Company
Product Category:	Source of Sales				
Fresh Meat & By-products	5.56%	12.54%	12.76%	8.85%	_____%
Processed Meats	91.17%	80.15%	81.75%	86.38%	_____%
Non-Meat Products	3.27%	7.31%	5.49%	4.78%	_____%
	100.00%	100.00%	100.00%	100.00%	_____%
	Source of Profits				
Fresh Meat & By-products	1.40%	-2.60%	,13.25%	4.46%	_____%
Processed Meats	95.00%	91.03%	85.29%	91.40%	_____%
Non-Meat Products	3.60%	11.57%	1.46%	4.14%	_____%
	100.00%	100.00%	100.00%	100.00%	_____%

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TABLE 4

BREAKDOWN OF PACKERS' AND PACKER/PROCESSORS' 1985 SALES DOLLAR
BY SPECIES SLAUGHTERED

ITEM	Cattle Packers or Packer/Processors*	Hog Packers or Packer/Processors*	Your Company
TOTAL SALES	100.00%	100.00%	100.00%
COST OF LIVESTOCK & RAW MATERIALS	86.55	64.41	_____
GROSS MARGIN	13.45	35.59	_____
OPERATING EXPENSES:			
WAGES AND SALARIES	4.42	10.47	_____
EMPLOYEE BENEFITS:			
RETIREMENT EXPENSE	.06	.41	_____
PAYROLL TAXES	.36	.86	_____
INSURANCE & HOSPITALIZATION	.41	1.41	_____
VACATION, HOLIDAY & SICK LEAVE	.21	.63	_____
ALL OTHER BENEFITS	.31	.20	_____
TOTAL BENEFITS	1.34	3.51	_____
INTEREST	.32	.48	_____
DEPRECIATION	.66	1.20	_____
RENTS	.37	.43	_____
TAXES	.10	.23	_____
SUPPLIES & CONTAINERS	1.67	5.81	_____
ALL OTHER EXPENSES	3.08	10.46	_____
TOTAL OPERATING EXPENSES	11.96	32.57	_____
EARNINGS BEFORE TAXES	1.50	3.02	_____
INCOME TAXES	.56	1.47	_____
NET EARNINGS	.94	1.55	_____

*Refers to participants whose slaughter of identified species represented at least 75% of their total live weight slaughter.

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TABLE 5

BREAKDOWN OF HOG PACKERS' AND PACKER/PROCESSORS' 1985 SALES DOLLAR
BY PERCENT OF FRESH MEAT SALES

	Fresh Meat Sales as % of Total Sales			
ITEM	Greater Than 67%	34-66%	Less Than 33%	Your Company
AVERAGE FRESH MEAT SALES AS % OF TOTAL SALES.....	73.90	54.35	21.14	_____
TOTAL SALES	100.00%	100.00%	100.00%	100.00%
COST OF LIVESTOCK & RAW MATERIALS .	80.88	65.91	58.83	_____
GROSS MARGIN	19.12	34.09	41.17	_____
OPERATING EXPENSES:				
WAGES AND SALARIES	7.66	9.01	12.61	_____
EMPLOYEE BENEFITS:				
RETIREMENT EXPENSE	.27	.45	.40	_____
PAYROLL TAXES	.67	.82	.95	_____
INSURANCE & HOSPITALIZATION	.64	1.71	1.30	_____
VACATION, HOLIDAY & SICK LEAVE	.52	.51	.78	_____
ALL OTHER BENEFITS	.13	.05	.35	_____
TOTAL BENEFITS	2.22	3.55	3.78	_____
INTEREST	.65	.53	.39	_____
DEPRECIATION	.78	1.06	1.44	_____
RENTS	.04	.50	.45	_____
TAXES	.15	.22	.25	_____
SUPPLIES & CONTAINERS	3.53	5.77	6.42	_____
ALL OTHER EXPENSES	3.50	11.65	11.00	_____
TOTAL OPERATING EXPENSES.....	18.54	32.31	36.33	_____
EARNINGS BEFORE TAXES.....	.59	1.79	4.84	_____
INCOME TAXES.....	.38	.95	2.25	_____
NET EARNINGS.....	.21	.84	2.59	_____

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TABLE 6

1985 EARNINGS RATIOS

BY COMPANY CLASSIFICATIONS	EARNINGS TO SALES	EARNINGS TO ASSETS	EARNINGS TO NET WORTH
	------Percent------		
PACKER/PROCESSORS	2.56	8.12	12.86
PACKERS	.83	4.95	10.37
PROCESSORS	2.26	6.69	11.34
Your Company	_____	_____	_____
BY COMPANY SIZE			
PACKER/PROCESSORS			
$250 Million or More	2.48	7.16	10.77
$250 - $50 Million	2.82	13.78	29.63
$50 Million or Less	2.43	9.11	21.82
PACKERS			
$500 Million or More	.82	4.72	10.81
$500 - $50 Million	.91	6.02	10.00
$50 Million or Less	.58	3.45	5.78
PROCESSORS			
$50 Million or More	2.30	5.96	8.92
$50 - $25 Million	1.32	6.37	12.75
$25 Million or Less	3.29	8.76	19.44

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TABLE 7

RATIO OF CURRENT ASSETS TO CURRENT LIABILITIES, 1985

PACKER/PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $250	$250-$50	Under $50	AVG.	Your Company
	1.40	1.23	2.38	1.38	_____

PACKERS

COMPANY SALES SIZE (Mil. $)	Over $500	$500-$50	Under $50	AVG.	Your Company
	1.79	2.24	3.22	1.90	_____

PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $50	$50-$25	Under $25	AVG.	Your Company
	2.48	2.11	1.63	2.17	_____

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TABLE 8

PERCENTAGE BREAKDOWN OF CURRENT ASSETS, 1985

PACKER/PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $250	$250-$50	Under $50	AVG.	Your Company
Inventory	53.07%	44.98%	25.83%	50.44%	_____%
Receivables	43.99%	37.21%	39.71%	42.36%	_____%
Other	2.94%	17.82%	34.45%	7.20%	_____%
Total Current Assets	100.00%	100.00%	100.00%	100.00%	_____%
Current Assets as % of Total Assets	27.32%	48.54%	45.71%	30.66%	_____%

PACKERS

COMPANY SALES SIZE (Mil. $)	Over $500	$500-$50	Under $50	AVG.	Your Company
Inventory	36.36%	30.47%	29.25%	34.91%	_____%
Receivables	51.53%	48.78%	34.92%	50.33%	_____%
Other	12.11%	20.76%	35.83%	14.75%	_____%
Total Current Assets	100.00%	100.00%	100.00%	100.00%	_____%
Current Assets as % of Total Assets	57.02%	58.49%	61.63%	57.48%	_____%

PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $50	$50-$25	Under $25	AVG.	Your Company
Inventory	43.88%	40.50%	30.98%	40.52%	_____%
Receivables	28.78%	37.88%	30.11%	30.85%	_____%
Other	27.34%	21.63%	38.91%	28.63%	_____%
Total Current Assets	100.00%	100.00%	100.00%	100.00%	_____%
Current Assets as % of Total Assets	52.32%	66.69%	46.90%	53.30%	_____%

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TABLE 9

RATIO OF CASH* AND RECEIVABLES TO CURRRENT LIABILITIES, 1985

PACKER/PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $250	$250-$50	Under $50	AVG.	Your Company
	.66	.68	1.77	.68	_____

PACKERS

COMPANY SALES SIZE (Mil. $)	Over $500	$500-$50	Under $50	AVG.	Your Company
	1.14	1.50	2.28	1.23	_____

PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $50	$50-$25	Under $25	AVG.	Your Company
	1.39	1.26	1.12	1.29	_____

* Assumes cash is equal to current assets less inventory and receivables.

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TABLE 10

RATIO OF SALES TO WORKING CAPITAL, 1985

PACKER/PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $250	$250-$50	Under $50	AVG.	Your Company
	36.84	51.20	14.16	37.49	_____

PACKERS

COMPANY SALES SIZE (Mil. $)	Over $500	$500-$50	Under $50	AVG.	Your Company
	22.97	20.88	13.93	21.94	_____

PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $50	$50-$25	Under $25	AVG.	Your Company
	8.30	13.76	14.72	10.31	_____

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TABLE 11

RATIO OF INVENTORY TO WORKING CAPITAL, 1985

PACKER/PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $250	$250-$50	Under $50	AVG.	Your Company
	1.85	2.40	.45	1.84	_____

PACKERS

COMPANY SALES SIZE (Mil. $)	Over $500	$500-$50	Under $50	AVG.	Your Company
	.83	.57	.42	.74	_____

PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $50	$50-$25	Under $25	AVG.	Your Company
	.74	.77	.80	.75	_____

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TABLE 12

RATIO OF RECEIVABLES TO WORKING CAPITAL, 1985

PACKER/PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $250	$250-$50	Under $50	AVG.	Your Company
	1.53	1.99	.68	1.54	_____

PACKERS

COMPANY SALES SIZE (Mil. $)	Over $500	$500-$50	Under $50	AVG.	Your Company
	1.17	.91	.51	1.07	_____

PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $50	$50-$25	Under $25	AVG.	Your Company
	.48	.72	.78	.57	_____

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TABLE 13

AVERAGE COLLECTION PERIOD IN DAYS, 1985

PACKER/PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $250	$250-$50	Under $50	AVG.	Your Company
	15.17	14.16	17.65	15.03	_____

PACKERS

COMPANY SALES SIZE (Mil. $)	Over $500	$500-$50	Under $50	AVG.	Your Company
	18.61	14.88	13.26	17.57	_____

PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $50	$50-$25	Under $25	AVG.	Your Company
	21.22	19.09	19.36	20.28	_____

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TABLE 14

EARNINGS AND DEPRECIATION AS PERCENT OF SALES, 1985

PACKER/PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $250	$250-$50	Under $50	AVG.	Your Company
	3.84%	4.26%	4.77%	3.96%	____%

PACKERS

COMPANY SALES SIZE (Mil. $)	Over $500	$500-$50	Under $50	AVG.	Your Company
	1.62%	1.67%	1.43%	1.63%	____%

PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $50	$50-$25	Under $25	AVG.	Your Company
	3.50%	2.48%	4.98%	3.56%	____%

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TABLE 15

DEPRECIATION AS PERCENT OF EARNINGS, 1985

PACKER/PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $250	$250-$50	Under $50	AVG.	Your Company
	55.64%	51.66%	97.23%	55.55%	_____%

PACKERS

COMPANY SALES SIZE (Mil. $)	Over $500	$500-$50	Under $50	AVG.	Your Company
	98.41%	84.32%	146.34%	95.95%	_____%

PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $50	$50-$25	Under $25	AVG.	Your Company
	53.60%	88.87%	52.30%	58.49%	_____%

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TABLE 16

RATIO OF SALES TO NET WORTH, 1985

PACKER/PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $250	$250-$50	Under $50	AVG.	Your Company
	4.35	10.01	8.99	5.00	_____

PACKERS

COMPANY SALES SIZE (Mil. $)	Over $500	$500-$50	Under $50	AVG.	Your Company
	13.19	11.02	9.93	12.46	_____

PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $50	$50-$25	Under $25	AVG.	Your Company
	3.88	9.66	5.91	5.02	_____

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TABLE 17

RATIO OF SALES TO TOTAL ASSETS, 1985

PACKER/PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $250	$250-$50	Under $50	AVG.	Your Company
	2.89	4.66	3.75	3.15	_____

PACKERS

COMPANY SALES SIZE (Mil. $)	Over $500	$500-$50	Under $50	AVG.	Your Company
	5.76	6.63	5.92	5.95	_____

PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $50	$50-$25	Under $25	AVG.	Your Company
	2.59	4.83	2.66	2.96	_____

AMERICAN MEAT INSTITUTE

TABLE 18

RATIO OF SALES TO FIXED ASSETS*, 1985

PACKER/PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $250	$250-$50	Under $50	AVG.	Your Company
	3.98	9.05	6.92	4.55	_____

PACKERS

COMPANY SALES SIZE (Mil. $)	Over $500	$500-$50	Under $50	AVG.	Your Company
	13.41	15.57	15.44	13.93	_____

PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $50	$50-$25	Under $25	AVG.	Your Company
	5.43	14.50	5.01	6.34	_____

* Non-current assets used as proxy for fixed assets.

AMERICAN MEAT INSTITUTE

TABLE 19

RATIO OF SALES TO INVENTORY, 1985

PACKER/PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $250	$250-$50	Under $50	AVG.	Your Company
	19.93	21.32	31.80	20.40	_____

PACKERS

COMPANY SALES SIZE (Mil. $)	Over $500	$500-$50	Under $50	AVG.	Your Company
	27.80	39.27	32.86	29.94	_____

PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $50	$50-$25	Under $25	AVG.	Your Company
	11.28	17.88	18.33	13.71	_____

AMERICAN MEAT INSTITUTE

TABLE 20

NET WORTH AS PERCENT OF TOTAL ASSETS, 1985

PACKER/PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $250	$250-$50	Under $50	AVG.	Your Company
	66.43%	46.50%	41.76%	63.14%	_____%

PACKERS

COMPANY SALES SIZE (Mil. $)	Over $500	$500-$50	Under $50	AVG.	Your Company
	43.69%	60.19%	59.65%	47.78%	_____%

PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $50	$50-$25	Under $25	AVG.	Your Company
	66.83%	49.97%	45.07%	59.01%	_____%

AMERICAN MEAT INSTITUTE

TABLE 21

RATIO OF FIXED ASSETS* TO NET WORTH, 1985

PACKER/PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $250	$250-$50	Under $50	AVG.	Your Company
	1.09	1.11	1.30	1.10	_____

PACKERS

COMPANY SALES SIZE (Mil. $)	Over $500	$500-$50	Under $50	AVG.	Your Company
	.98	.71	.64	.89	_____

PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $50	$50-$25	Under $25	AVG.	Your Company
	.71	.67	1.18	.79	_____

* Non-current assets used as proxy for fixed assets.

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TABLE 22

RATIO OF LIABILITIES TO NET WORTH, 1985

CURRENT LIABILITIES TO NET WORTH

PACKER/PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $250	$250-$50	Under $50	AVG.	Your Company
	.29	.85	.46	.35	_____

PACKERS

COMPANY SALES SIZE (Mil. $)	Over $500	$500-$50	Under $50	AVG.	Your Company
	.73	.43	.32	.63	_____

PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $50	$50-$25	Under $25	AVG.	Your Company
	.32	.63	.64	.42	_____

AMERICAN MEAT INSTITUTE

TABLE 22 (Continued)

RATIO OF LIABILITIES TO NET WORTH, 1985

TOTAL LIABILITIES TO NET WORTH

PACKER/PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $250	$250-$50	Under $50	AVG.	Your Company
	.51	1.15	1.39	.58	_____

PACKERS

COMPANY SALES SIZE (Mil. $)	Over $500	$500-$50	Under $50	AVG.	Your Company
	1.29	.66	.68	1.09	_____

PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $50	$50-$25	Under $25	AVG.	Your Company
	.50	1.00	1.22	.69	_____

AMERICAN MEAT INSTITUTE

TABLE 23

SELLING AND ADMINISTRATIVE EXPENSES AS PERCENT OF OPERATING EXPENSES, 1985

PACKER/PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $250	$250-$50	Under $50	AVG.	Your Company
	13.77%	21.91%	26.94%	16.13%	_____%

PACKERS

COMPANY SALES SIZE (Mil. $)	Over $500	$500-$50	Under $50	AVG.	Your Company
	20.99%	19.71%	20.51%	20.72%	_____%

PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $50	$50-$25	Under $25	AVG.	Your Company
	18.04%	37.44%	30.94%	25.40%	_____%

AMERICAN MEAT INSTITUTE

TABLE 24

REPAIRS AND MAINTENANCE EXPENSES AS PERCENT OF OPERATING EXPENSES, 1985

PACKER/PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $250	$250-$50	Under $50	AVG.	Your Company
	5.16%	4.14%	6.17%	4.92%	_____%

PACKERS

COMPANY SALES SIZE (Mil. $)	Over $500	$500-$50	Under $50	AVG.	Your Company
	4.62%	4.13%	4.93%	4.53%	_____%

PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $50	$50-$25	Under $25	AVG.	Your Company
	3.95%	2.97%	4.04%	3.72%	_____%

AMERICAN MEAT INSTITUTE

TABLE 25

ADVERTISING EXPENSES AS PERCENT OF SALES, 1985

PACKER/PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $250	$250-$50	Under $50	AVG.	Your Company
	6.34%	4.65%	1.56%	5.82%	_____%

PACKERS

COMPANY SALES SIZE (Mil. $)	Over $500	$500-$50	Under $50	AVG.	Your Company
	1.10%	.29%	.13%	.89%	_____%

PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $50	$50-$25	Under $25	AVG.	Your Company
	3.97%	1.92%	1.35%	2.88%	_____%

AMERICAN MEAT INSTITUTE

TABLE 26

ADVERTISING EXPENSES AS PERCENT OF OPERATING EXPENSES, 1985

PACKER/PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $250	$250-$50	Under $50	AVG.	Your Company
	17.85%	11.98%	4.52%	16.06%	_____%

PACKERS

COMPANY SALES SIZE (Mil. $)	Over $500	$500-$50	Under $50	AVG.	Your Company
	5.56%	1.71%	.67%	4.66%	_____%

PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $50	$50-$25	Under $25	AVG.	Your Company
	11.45%	5.95%	4.35%	8.67%	_____%

AMERICAN MEAT INSTITUTE

TABLE 27

1985 ADVERTISING EXPENSES - PERCENT CHANGE SINCE 1980
AND ANTICIPATED CHANGE IN 1986 & 1990

PACKER/PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $250	$250-$50	Under $50	AVG.	Your Company
Percent Change Since 1980	144.56%	111.95%	55.05%	120.97%	_____%
Anticipated 1986	2.97%	20.33%	63.46%	6.33%	_____%
Anticipated 1990	27.63%	102.98%	82.43%	40.58%	_____%

PACKERS

COMPANY SALES SIZE (Mil. $)	Over $500	$500-$50	Under $50	AVG.	Your Company
Percent Change Since 1980	187.24%	79.20%	45.02%	174.44%	_____%
Anticipated 1986	-1.39%	10.98%	14.02%	1.11%	_____%
Anticipated 1990	14.14%	35.96%	37.36%	17.76%	_____%

PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $500	$500-$50	Under $50	AVG.	Your Company
Percent Change Since 1980	50.36%	-13.29%	66.15%	35.13%	_____%
Anticipated 1986	8.02%	-7.31%	17.27%	6.30%	_____%
Anticipated 1990	-4.46%	23.04%	39.41%	4.39%	_____%

AMERICAN MEAT INSTITUTE

TABLE 28

CAPITAL EXPENDITURES AS PERCENT OF SALES, 1985

PACKER/PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $250	$250-$50	Under $50	AVG.	Your Company
	3.43%	1.54%	2.75%	2.97%	_____%

PACKERS

COMPANY SALES SIZE (Mil. $)	Over $500	$500-$50	Under $50	AVG.	Your Company
	.76%	1.06%	1.06%	.84%	_____%

PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $50	$50-$25	Under $25	AVG.	Your Company
	1.48%	1.04%	2.55%	1.55%	_____%

AMERICAN MEAT INSTITUTE

TABLE 29

CAPITAL EXPENDITURES AS PERCENT OF FIXED ASSETS*, 1985

PACKER/PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $250	$250-$50	Under $50	AVG.	Your Company
	13.64%	14.92%	19.03%	13.86%	_____%

PACKERS

COMPANY SALES SIZE (Mil. $)	Over $500	$500-$50	Under $50	AVG.	Your Company
	10.14%	16.53%	17.30%	11.67%	_____%

PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $50	$50-$25	Under $25	AVG.	Your Company
	8.04%	15.05%	12.01%	9.81%	_____%

* Non-current assets used as proxy for fixed assets.

AMERICAN MEAT INSTITUTE

TABLE 30

CAPITAL IMPROVEMENTS - ANTICIPATED EXPENDITURES THROUGH 1990
(PERCENT CHANGE FROM 1985 CAPITAL EXPENDITURES)

PACKER/PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $250	$250-$50	Under $50	AVG.	Your Company
	34.78%	522.49%	696.94%	100.59%	_____%

PACKERS

COMPANY SALES SIZE (Mil. $)	Over $500	$500-$50	Under $50	AVG.	Your Company
	291.34%	326.81%	526.06%	315.55%	_____%

PROCESSORS

COMPANY SALES SIZE (Mil. $)	Over $50	$50-$25	Under $25	AVG.	Your Company
	451.00%	370.59%	233.66%	366.61%	_____%

RANKING OF COMPANIES BY EARNINGS/SALES RATIO, 1985

PACKER/PROCESSORS

RANK	FR. MEAT SALES AS % OF TOTAL SALES	EARNINGS TO SALES	EARNINGS TO ASSETS	EARNINGS TO NET WORTH	SALES TO ASSETS	PERCENT NET WORTH TO ASSETS
			Over $250			
1	23%	3.00	6.49	9.09	2.16	71.36
2	31	2.80	18.07	28.75	6.45	62.84
3	14	2.04	12.12	29.08	5.95	41.67
4	28	-.34	-3.06	--	9.05	--
AVG		2.48	7.16	10.77	2.89	66.43
			$250 - $50			
1	13%	5.10	23.74	42.66	4.65	55.65
2	6	3.73	24.37	55.28	6.54	44.09
3	30	3.28	10.69	16.51	3.26	64.74
4	10	2.12	--	--	--	--
5	2	1.63	7.73	23.71	4.73	32.60
6	30	.26	1.10	2.66	4.27	41.48
AVG		2.82	13.78	29.63	4.66	46.50
			Under $50			
1	5%	5.53	17.60	19.33	3.19	91.08
2	0	2.82	8.08	20.58	2.87	39.28
3	31	1.74	10.18	46.00	5.86	22.12
4	1	1.44	7.04	13.30	4.87	52.93
AVG		2.43	9.11	21.82	3.75	41.76
			All Packer/Processor Average			
		2.56	8.12	12.86	3.15	63.14

RANKING OF COMPANIES BY EARNINGS/SALES RATIO, 1985

PACKERS

RANK	FR. MEAT SALES AS % OF TOTAL SALES	EARNINGS TO SALES	EARNINGS TO ASSETS	EARNINGS TO NET WORTH	SALES TO ASSETS	PERCENT NET WORTH TO ASSETS
			Over $500			
1	62%	2.81	7.40	13.30	2.63	55.60
2	97	1.67	9.72	19.89	5.81	48.88
3	97	1.08	8.94	18.52	8.25	48.26
4	100	.76	6.68	22.12	8.75	30.18
5	41	.61	5.94	16.13	9.72	36.84
6	100	.55	4.41	11.19	8.00	39.38
7	60	.29	2.34	5.62	8.19	41.63
8	68	-.77	-4.55	-16.46	5.93	27.67
9	45	-1.09	-6.89	-33.43	6.31	20.62
AVG		.82	4.72	10.81	5.76	43.69
			$500 - $50			
1	32%	4.02	9.02	10.81	2.25	83.46
2	100	3.39	12.74	18.57	3.76	68.60
3	48	3.35	11.13	14.62	3.32	76.14
4 S	90	2.65	25.31	177.21	9.55	14.28
5	75	2.39	8.98	12.96	3.76	69.33
6 S	90	2.25	15.99	16.96	7.10	94.31
7	67	.99	9.49	18.66	9.54	50.86
8 S	100	.98	14.58	16.05	14.89	90.82
9	48	.86	5.64	11.73	6.57	48.06
10	80	.84	7.41	12.74	8.81	58.12
11	90	.77	3.78	7.09	4.93	53.32
12	60	.59	4.24	7.10	7.21	59.67
13	100	.54	6.62	29.82	12.20	22.19
14	57	.46	2.48	2.94	5.42	84.47
15	80	.43	2.57	3.19	6.03	80.60
16	100	.40	8.28	13.38	20.82	61.86
17	100	.39	4.96	28.35	12.81	17.49
18	80	.33	3.13	9.09	9.60	34.43
19	85	.25	2.43	10.01	9.68	24.23
20	100	.10	.91	3.10	9.30	29.39
21	100	.05	.72	15.42	14.46	4.67
22	64	-.16	-.95	-1.23	5.80	77.16
23	70	-.72	-4.44	-19.58	6.19	22.67
24	64	-2.50	-13.11	-21.40	5.25	61.27
AVG		.91	6.02	10.00	6.63	60.19

(Continued)

RANK	FR. MEAT SALES AS % OF TOTAL SALES	EARNINGS TO SALES	EARNINGS TO ASSETS	EARNINGS TO NET WORTH	SALES TO ASSETS	PERCENT NET WORTH TO ASSETS
			Under $50			
1	100%	5.66	10.09	10.32	1.78	97.75
2	35	5.12	15.76	18.25	3.08	86.35
3	66	3.27	8.88	10.00	2.71	88.75
4	60	3.02	15.13	16.52	5.00	91.58
5	59	2.79	13.00	21.18	4.66	61.38
6	79	2.35	10.84	11.92	4.61	90.91
7	85	1.55	8.02	20.91	5.17	38.38
8	60	1.52	8.63	29.54	5.70	29.22
9	100	1.23	8.49	13.06	6.93	65.05
10	47	1.08	5.62	5.98	5.21	94.00
11	71	.99	5.90	6.93	5.98	85.16
12	52	.92	4.52	10.63	4.91	42.52
13	0	.74	3.45	23.50	4.63	14.66
14	78	.58	4.36	5.15	7.52	84.72
15	76	.51	5.43	7.50	10.72	72.37
16	20	.45	2.06	2.84	4.59	72.44
17	100	.28	3.76	5.17	13.31	72.76
18	67	.05	.50	.79	9.32	63.13
19	100	.03	.29	1.51	10.34	19.28
20	80	-.12	-1.22	--	10.15	--
21	100	-.34	-3.03	-8.23	8.82	36.82
22	48	-.90	-8.83	-22.98	9.85	38.42
23	100	-.95	-4.70	-23.75	4.94	19.79
24	95	-1.20	-16.29	-72.74	13.60	22.39
25	100	-1.22	-6.55	-53.62	5.37	12.21
26	52	-1.35	-3.25	-3.35	2.40	97.09
27	100	-1.46	-11.02	-32.35	7.55	34.08
AVG		.58	3.45	5.78	5.92	59.65
			All Packer Average			
		.83	4.95	10.37	5.95	47.78

S - Sub-Chapter S corporation.

RANKING OF COMPANIES BY EARNINGS/SALES RATIO, 1985

PROCESSORS

RANK	FR. MEAT SALES AS % OF TOTAL SALES	EARNINGS TO SALES	EARNINGS TO ASSETS	EARNINGS TO NET WORTH	SALES TO ASSETS	PERCENT NET WORTH TO ASSETS
			Over $50			
1	5%	5.63	14.40	23.14	2.56	62.24
2	20	3.99	12.98	22.47	3.25	57.75
3	0	3.90	4.25	5.46	1.09	77.76
4	0	2.03	8.36	8.46	4.13	98.85
5	1	1.98	12.53	16.39	6.34	76.49
6	23	1.25	5.17	6.72	4.12	76.86
7	11	.90	4.04	11.84	4.50	34.15
8	1	.88	4.20	14.15	4.77	29.67
9	0	-.96	-3.69	-14.74	3.84	25.06
AVG		2.30	5.96	8.92	2.59	66.83
			$50 - $25			
1	0%	8.21	34.39	51.72	4.19	66.48
2	0	4.66	23.70	29.48	5.09	80.37
3 S	10	4.61	19.26	43.38	4.18	44.41
4 S	5	2.92	15.07	22.54	5.17	66.84
5	0	1.53	7.44	34.45	4.87	21.59
6	0	1.41	8.25	13.02	5.87	63.39
7	12	.54	2.12	5.56	3.89	38.11
8	46	.26	1.66	2.31	6.30	71.81
9	6	.20	.62	1.10	3.11	56.75
10	39	-.80	-4.55	-6.83	5.67	66.70
11	27	-9.91	-154.31	--	15.56	--
AVG		1.32	6.37	12.75	4.83	49.97

(Continued)

RANK	FR. MEAT SALES AS % OF TOTAL SALES	EARNINGS TO SALES	EARNINGS TO ASSETS	EARNINGS TO NET WORTH	SALES TO ASSETS	PERCENT NET WORTH TO ASSETS
			Under $25			
1	0%	16.73	108.93	129.46	6.51	84.14
2	0	10.04	15.52	18.49	1.55	83.91
3 S	100	9.52	36.45	39.18	3.83	93.02
4	0	9.35	25.49	95.10	2.73	26.80
5	0	6.28	9.17	10.49	1.46	87.44
6	0	4.90	14.29	43.56	2.92	32.80
7	0	3.81	7.56	13.70	1.98	55.19
8	0	3.54	7.33	10.00	2.07	73.27
9	50	2.84	6.06	8.35	2.14	72.60
10	0	2.65	8.06	13.20	3.04	61.06
11	0	2.60	3.80	4.94	1.46	76.91
12	0	2.35	7.29	41.39	3.10	17.60
13	8	2.26	14.10	19.34	6.25	72.91
14	15	2.18	12.12	36.91	5.57	32.84
15	1	1.74	6.92	8.71	3.97	79.42
16	0	1.68	4.63	5.79	2.76	80.00
17	0	1.58	6.71	52.57	4.26	12.77
18	3	1.48	4.21	16.43	2.84	25.62
19	0	1.47	4.77	21.08	3.24	22.60
20	0	1.46	5.31	8.84	3.64	60.14
21	0	1.45	5.38	18.46	3.72	29.17
22	100	1.38	7.23	100.00	5.23	7.23
23	0	1.07	5.43	26.67	5.09	20.36
24	25	1.04	5.53	11.88	5.30	46.60
25	0	.63	2.73	6.61	4.31	41.21
26	0	.57	2.33	8.03	4.08	29.03
27	60	.55	2.26	2.64	4.10	85.75
28	0	.44	1.55	9.05	3.52	17.10
29	100	.34	2.37	16.23	7.00	14.63
30	10	.24	1.00	1.87	4.14	53.50
31	0	-.45	-.21	-1.26	.47	17.02
32	0	-.88	-4.29	-14.37	4.90	29.88
AVG		3.29	8.76	19.44	2.66	45.07
			All Processor Average			
		2.26	6.69	11.34	2.96	59.01

S - Sub-Chapter S corporation.